
ACQUISITION INITIATIVES

- ◆ Acquisition Initiatives are the avenues that bridge the gap between the Government and the contractor
 - ◆ Acquisition Initiatives must be based on **SOUND BUSINESS JUDGMENT**
 - ◆ Acquisition Strategies must support **MTS**
 - ◆ **NO COOKBOOK SOLUTIONS**
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ACQUISITION INITIATIVES

- ◆ **VISION:** An **EMPOWERED** professional integrated product teams that continuously innovates and improves processes to get the latest and best technology, on time and at the best value for our soldiers!
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ACQUISITION INITIATIVES

Success Stories:

- ◆ **ARC-210 Radio** - Cost Reduction Initiatives - Rockwell-Collins
 - ◆ **CECOM** - Specifications & Standards Acquisition Reform
 - ◆ **CBDCOM - PM-Smoke** - Best Value based on performance system specification award
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ACQUISITION INITIATIVES

◆ **BARRIERS:**

- Regs, Laws and Rules
 - Government and Contractors have too few people who understand the other's perspective
 - Not enough incentives for contractors
 - Color of money
 - Lack of upfront commitment/resources
 - Unwillingness to accept risk
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ACQUISITION INITIATIVES

◆ **RECOMMENDATIONS:**

- **TEAMING AND PARTNERING**
 - DOD/DA must challenge and clarify rules
 - Add contractor incentives **(RIW/TI/AIC)**
 - Address SBA Concerns - **FIND A WAY**
 - Maintain Govt core technical capabilities
 - Relax limitations and clarify the use of different colors of money
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